

Message Text

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ACTION NEA-09

INFO OCT-01 ISO-00 EB-07 /017 W
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O R 200900Z APR 75
FM AMEMBASSY KABUL
TO USDOC WASHDC IMMEDIATE
INFO SECSTATE WASHDC 2229
AMEMBASSY TEHRAN

C O N F I D E N T I A L KABUL 2460

E.O. 11652: N/A

TAGS: BMEP, BEXP, AF

SUBJ: MAJOR PROJECTS: KANDAHAR AND HERAT TEXTILE
FATORIES

REF: A. KABUL 2429; B. KABUL 2458

1. BEGIN CONFIDENTIAL. FOLLOWING IS FULL BACKGROUND FOR
REFTEL B WHICH WAS SLUGGED FOR OPERATIONS CENTER, STATE.

2. TOUFIQI REQUESTED URGENT MEETING WITH ECONOFF SUNDAY,
APRIL 20. HE EXPLAINED THAT HE HOPES TO ACCOMPANY PLANNING
MINISTER TO TEHRAN ON THURSDAY, APRIL 24. TOUFIQI WISHES TO
SEE AMATEX REP FOR PRELIMINARY NEGOTIATIONS BEFORE RPT
BEFORE HE LEAVES FOR TEHRAN.

3. TOUFIQI TOLD ECON OFF THAT TWO JAPANESE FIRMS AND ONE
GERMAN FIRM ARE ALSO BIDDING ON TEXTILE FACTORIES, BUT THAT
AMATEX BID IS LOW. TOUFIQI WANTS TO COMPARE TECHNICAL
SPECIFICATIONS, HOWEVER, BEFORE AWARDING CONTRACT. FOR
INSTANCE, JAPANESE PLANS SPECIFY 72,000 SPINDLES FOR KANDAHAR
FACTORY, WHILE AMATEX USES 56,000. TOUFIQI WANTS TO BE SURE
AMATEX DESIGN WILL AFFORD SAME OUTPUT.

4. TOUFIQI FEELS ONE DAY WILL BE SUFFICIENT TIME FOR PRE-
LIMINARY NEGOTIATIONS WITH AMATEX REP. HE PREFERS TO SEE
BALLARD OR WARD, BUT UNDERSTANDS DIFFICULTY OF TRAVEL ON
SHORT NOTICE. HE IS EAGER TO SEE ANY AMATEX REP AUTHORIZED
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TO NEGOTIATE. AMATEX REP SHOULD HANDCARRY ALL DESIGN WORK

COMPLETED TO DATE.

5. TOUFIQI WILL SPEND ABOUT ONE WEEK IN TEHRAN. IF IRANIANS AGREE TO FUND PROJECTS, TOUFIQI SAYS HE WILLING TRAVEL TO U.S. TO COMPLETE FINAL NEGOTIATIONS ASSUMING AMATEX IS WINNER. END CONFIDENTIAL.

6. BEGIN UNCLASSIFIED. ACTION REQUESTED:

A. THAT USDAOC MEPD FOLLOW-UP TO MAKE SURE BALLARD AWARE SITUATION DESCRIBED REF B.

B. THAT USDAOC MEPD ASK BALLARD IF \$50 MILLION GRAND TOTAL FOR KANDAHAR FACTORY REPRESENTS EQUIPMENT DELIVERY CIF, KARACHI. AMATEX TELEGRAM QUOTES CIF, BUT CITY NAME GARBLED. END UNCLASSIFIED.

7. BEGIN CONFIDENTIAL. EMBASSY COMMENT: AS RECENT TRAFFIC FROM KABUL TO MEPD INDICATES, GOA SCRAMBLING TO PUT TOGETHER DEVELOPMENT PACKAGE FOR IRANIAN APPROVAL. WE FEEL AMATEX DEFINITELY FRONTRUNNER ON TEXTILE PROJECTS, BUT FAILURE TO SEND REP MIGHT MEAN GOA WILL LOOK ELSEWHERE. JAPANESE BID ONLY ABOUT \$5 MILLION ABOVE AMATEX. APPRECIATE MEFD CONTINUED ATTENTION TO THESE PROJECTS. END CONFIDENTIAL.

ELIOT

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